

## Message Text

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PAGE 01 LIMA 00882 311600Z

ACTION EB-08

INFO OCT-01 ARA-10 ISO-00 CAB-02 CIAE-00 COME-00  
DODE-00 DOTE-00 INR-07 NSAE-00 FAA-00 L-03 SS-15  
NSC-05 /051 W  
-----101895 010200Z /72

R 311452Z JAN 78

FM AMEMBASSY LIMA

TO SECSTATE WASHDC 8486

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E.O. 11652: N/A

TAGS: EAIR, PE

SUBJECT: CIVAIR: NEGOTIATING THE BILATERAL

REF: 77 STATE 309810

1. ECON COUNSELOR MET JANUARY 27 WITH BRANIFF VP-NGR PFLUCKER AND GENERAL COUNSEL DEL SOLAR TO DISCUSS FORTHCOMING NEGOTIATIONS ON BILATERAL CIVAIR AGREEMENT WHICH EXPIRES IN JULY 1978. EMBOFF AND BRANIFF REPS QUICKLY AGREED THAT IT IS BEST TO BEGIN NEGOTIATIONS (INITIALLY ON AIRLINE-TO-AIRLINE BASIS) SOON IN ORDER TO AVOID CRUNCH WHICH EXACERBATED RELATIONS THREE YEARS AGO.

2. DURING COURSE CONVERSATION PFLUCKER SAID THAT HE HAS ASKED REGIONAL VP CHARLIE SOUTH TO COME TO PERU TO MEET WITH THE NEW AEROPERU PRESIDENT, GENERAL (PAF) FRANK TWEDDLE AND INITIATE DISCUSSIONS ON SUCH QUESTIONS AS ROUTE IMPROVEMENTS AND EQUIPMENT USE. PFLUCKER STRESSED THAT WHOLESALERS IN TOURIST BUSINESS ARE ASKING ABOUT PROSPECTS FOR SUCCESSFUL NEGOTIATIONS BEFORE BOOKING GROUPS FOR JULY AND BEYOND, AND THAT IT IS THUS IN BRANIFF'S AND AEROPERU'S BEST INTEREST TO COME TO AN EARLY AGREEMENT. PRELIMINARY MEETINGS BY LOCAL BRANIFF REPS WITH TWEDDLE HAVE BEEN

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VERY ENCOURAGING, PFLUCKER REPORTED, AND IT IS HOPED THAT SUBSTANTIVE DISCUSSIONS CAN BEGIN SOON. ONE POSSIBLE SOURCE OF DELAY IN NEGOTIATIONS IS AEROPERU'S SEEMING RELUCTANCE TO MAKE FINAL DECISION ON EQUIPMENT PURCHASE OR LEASE (E.G. L-1011) WHICH WOULD AFFECT AEROPERU'S ROUTE AND EQUIPMENT PROPOSALS.

3. COMMENT: WE WILL CONTINUE TO STAY IN CLOSE TOUCH  
WITH BRANIFF AS PRELIMINARY DISCUSSIONS PROGRESS, AND  
WILL REPORT RESULTS OF SOUTH-TWEDDLE DISCUSSIONS NOW  
TENTATIVELY PLANNED FOR MID-FEBRUARY.

DECON 1/31/79.  
SHLAUDEMAN

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NNN

## Message Attributes

**Automatic Decaptoning:** X  
**Capture Date:** 01 jan 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** NEGOTIATIONS, AVIATION AGREEMENTS, AIRLINES  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 31 jan 1978  
**Decaption Date:** 01 jan 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 20 Mar 2014  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1978LIMA00882  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
**Film Number:** D780047-0124  
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**Office:** ACTION EB  
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**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
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**Review Event:**  
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**TAGS:** EAIR, PE, US  
**To:** STATE  
**Type:** TE  
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**Review Markings:**  
Sheryl P. Walter  
Declassified/Released  
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